

POTTERY & GLASS

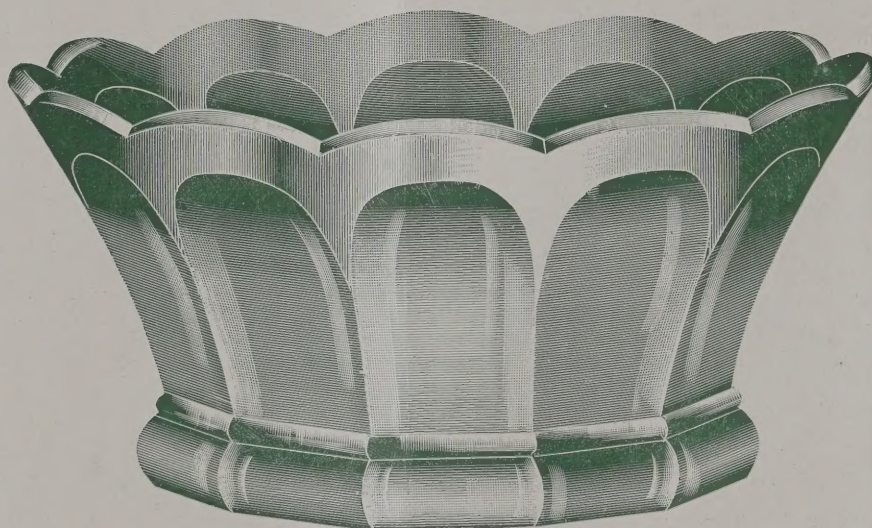


HUOTT PUBLISHING COMPANY
395 FOURTH AVENUE, NEW YORK

Items From Our 1913 Flemish Pattern



Catalogues
and
Price Lists
Now Ready
For Mailing



No. 1913 FLEMISH PATTERN PRESSED TABLEWARE

This new Colonial line in superb Fostoria crystal, perfectly finished and not too heavy—a point of advantage, where freight rates are high—is now in the hands of all our agents. We think it the very nicest Colonial line ever brought out, and dare say you'll agree. See it, without fail.

FOSTORIA GLASS COMPANY

MOUNDSVILLE, W. VA.

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DENVER, 1523 Glenarm Street, Chas. E. Hilliker

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is stamped:

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Additional stamp on decorated china:

Haviland & Co.
Limoges

Note Our New Address

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11 EAST THIRTY-SIXTH STREET



NEW YORK



WM. S. PITCAIRN

has the honor to announce that he has been appointed
Sole Agent in the United States and Canada for

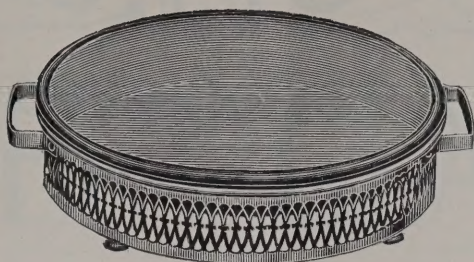
Furnivals Limited

The Trade is familiar with the splendid quality of
DINNERWARE and **ENGLISH HOTEL WARE**
produced by this old and reliable factory.

MR. GEORGE HAMILTON, who has been asso-
ciated with FURNIVALS for several years, will have
special charge of this business, and will give his personal
attention to any orders.

Samples are now on exhibition at

44 Murray Street
NEW YORK



IF

You are coming to New York,
call at our showrooms to see the lines
that will interest you.

IF

You are not coming to New York,
write us for full particulars
about our

Nickel and Silver-Plated
Casseroles, round and oval
Pie Plates

Bean Pots

Baking Dishes

Riveted handle—packed in corrugated carton.

1913 Retail Specials

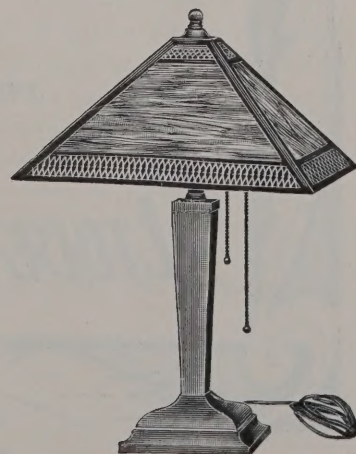
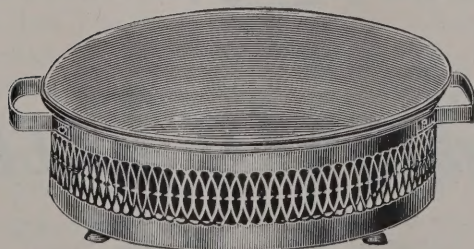
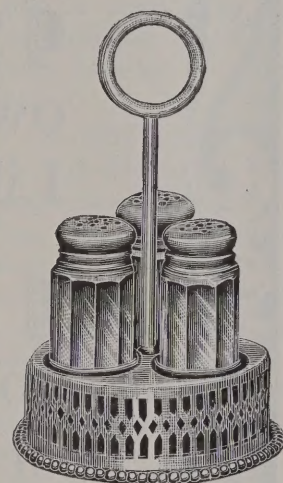
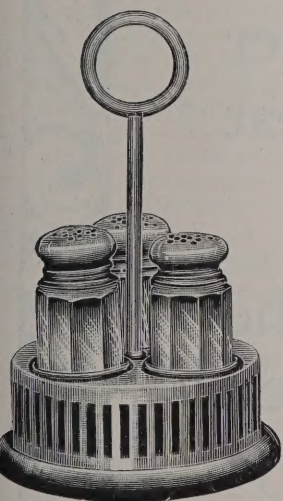
Assortment of three bottled Silver-Plated Casters
—the very best items for a Rousing 98c. sale.

Popular priced Gas and Electric
Portables and Domes.

BEAUTY
BEAUTILIT Y
UTILITY
TRADE MARK

Always Something New
Warshavsky & Cohen

Manufacturers of Articles for the Home
179-181-183 Wooster St., New York



ESTABLISHED 1818

YOUR customer knows in advance, in all probability, that all that you tell her about Libbey Cut Glass is true.

¶ She believes you because, of her own knowledge, she is aware that Libbey is beyond betterment.

¶ It is our business to keep the consumer continuously reminded of the supremacy of Libbey; and it is your business to take advantage of that widespread good opinion in your store.

THIS NAME ETCHED



ON EVERY PIECE

TRADE MARK

LIBBEY GLASS CO, TOLEDO OHIO.

POTTERY & GLASS

VOLUME X. No. 2.

NEW YORK, FEBRUARY, 1913.

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The Fight For Business

BUSINESS TODAY IS A COMMERCIAL FIGHT, THE WORLD IS THE RING AND MERCHANTS EVERYWHERE ARE THE FIGHTERS—THE MAN WITH THE "PUNCH" WINS

Last month, in our article "Sitting on the Lid of the Cash Drawer," we told how business had become the national trait of America, almost; how the general trend was towards proprietorship, and enumerated the pitfalls facing the man who founds an establishment without a proper knowledge of finance. Buying, we pointed out, was an important adjunct to the experience of the modern proprietor, and salesmanship and the ability to handle men, and initiative; but greater than all these was a "technical knowledge of cash drawer." We also endeavored to show why small stocks with frequent turnovers were more preferable than large stocks with only occasional turnovers. This month we continue that subject, and commence a new thought, The Fight for Business.—Ed.

Two retail establishments located in the same town, and incurring the same cost of doing business, are so managed that one turns over its stock four times a year, and the other six times, the latter can well afford to sell goods cheaper. The figures involved are as follows:

Case of Merchant A:
\$ 2,000 cost of stock
4 turns over a year
\$ 8,000 capital involved in 1 year
6% profit asked by Merchant A
\$480.00 yearly net profit (Merchant A)

Case of Merchant B:
\$ 2,000 cost of stock
6 turns over a year
\$12,000 capital involved in 1 year
4% profit asked by Merchant B
\$480.00 yearly net profit (Merchant B)

From these examples, it is seen that Merchant B only asks 4% net profit on his goods, while Merchant A takes 6%. As the cost of doing business is the same in both instances, Merchant B can, and does, sell his goods 2 cents on the dollar less than Merchant A. He actually makes no more money than his competitor, but he is laying the foundation for a very successful business and a good reputation, for it is human nature to rank higher the man who does the greatest volume of business—and in this case B is that man.

BUSINESS today is a commercial fight; the world is the ring, and merchants everywhere are the fighters. The man with punch wins; the man who sidesteps obstacles succeeds; the man who sticks it out conquers. But the punch must be mental, the sidestepping must be judicious, the sticking must be consistent, for physical force has no value in the commercial world.

Everywhere the fight rages. The little merchant in the village town battles with his competitor across the street. The more pretentious establishment in the city struggles for supremacy over ten or a dozen other establishments in the same neighborhood. The big department stores strive against all, for they seek not only trade in their immediate vicinity, but patronage from the districts and small towns as well.

And through it all different modes of assault and tactics are employed. The village merchant outdoes, or tries to outdo his competitor. He is constantly alert to the appearance of his store, to the quality and variety of the stock he carries, to the kind and character of the help he employs, and to the many conveniences that appeal to his customers. He has to be. His vigilance, his indomitable courage, his strategy will stand him nothing, if the strategy, courage, and vigilance of his competitor are greater. It is a battle of brain rather than brawn, and it is only by mentally outwitting a competitor that a merchant can hope to succeed.

In the case of the larger establishment exactly the same conditions prevail. The scale, however, is more extensive. Special buildings are started and rushed to completion to make an impression on the public mind. Special locations are selected for the same purpose. Advertising contracts are placed with the large daily papers, and store news, sales, bargains, and seasonable comments are featured to catch the public eye. Every move made by a competitor is met and checked, and followed by a counter charge. Prices are cut, sales are prepared, every conceivable way to

get more business is thought out and put into practice. The fight waxes hot and ground is either gained or lost.

With the big department stores the battle becomes more and more serious. The capital behind them is



Footed table centres from the Jefferson Glass Company's line.

fabulous. Nothing stops, nothing daunts, nothing dulls their efforts. The invention of the wireless was only another means to further their advertising. The establishment of the parcels post was easily converted to the same purpose. They demand and get certain consideration from the newspapers because of the

thousands of dollars they spend annually in advertising. They are able to get the best prices from the manufacturers because of the tremendous size of their orders. They are in the market constantly for the best equipment, for the latest conveniences, and the best procurable department managers. All these things are essential, for an establishment that is unable for any reason to enjoy every one is crippled just that much in its relations with its competitors.

Everywhere it is a battle; a constant struggle. Men with unceasing endeavor are everlastingly plotting and planning to gain an advantage over men. Minds alert, nerves tense, they grapple with the events of the day, always figuring a move in advance, a bettering of strategical position, and throwing up a line of defense for the future. It is a fight that brings the best out of men, it is cruel, gruelling, and unceasing, but it tries character as completely as the melting pot tries gold.

Next Month: Getting Business on Reputation.

LOWER CHINAWARE DUTIES AGREED UPON

R EPORTS from Washington, D. C., state authoritatively that the majority of the House Committee on Ways and Means, framing tariff revision legislation for the coming extra session of Congress, have agreed upon radical reductions in the customs duties on various kinds of chinaware and glassware of the cheaper varieties. The committee completed its consideration of Schedule "B," the earthenware and glassware schedule of the tariff early in February. It is understood that the committee is to take steps in the framing of the new tariff law to prevent undervaluations in imported chinaware. The committee may adopt the "anti-dumping" clause of the Canadian tariff act, which compels exporters in a foreign country to open their books to customs officials of the country to which they are exporting in case of a dispute as to values.

NOVELTY CLOCK MADE ENTIRELY OF GLASS

A CLOCK constructed throughout of glass is the result of six years' work on the part of a Bavarian glass polisher. The plates and pillars which form the frame work are of glass and are bolted together with glass screws. The dial plate, hands, shafts and cogwheels are of glass, and glass wedges and pins are used for fastening the various parts of the running gear together. Like the clock itself, the key by which it is wound is of glass. The construction of the remarkable timepiece was a matter of infinite pains. Some of the parts had to be made as many as forty times before a clock that would go could be produced.

If you can afford to do newspaper advertising and if you know how to do it well, you need look no farther for the best means of increasing your business.



China, glass and lamps shown in conjunction with high grade furniture, bric-a-brac and statuary in the store of Gregory & Co., Kingston, N. Y.

How to Figure Costs and Profits

SOME RULES ISSUED BY THE NATIONAL ASSOCIATION OF CREDIT MEN THAT ARE OF SPECIAL INTEREST TO ALL BUSINESS MEN

THE matter of costs and profits, and the proper way to compute them, has always been a stumbling block to many a merchant—even those of the most successful type. Recognizing this state of affairs, and certain in the conviction that a little advice sent in the right direction, benefits not only the individual, but the entire trade as well, the National Association of Credit Men have caused to be issued the following fundamental rules to be observed in figuring costs and profits. They are worth general attention:

1. Charge interest on the net amount of your total investment at the beginning of your business year, exclusive of real estate.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that received if renting or leasing it to others.

3. Charge in addition to what you pay for hired help an amount equal to what your services would be worth to others; also treat in like manner the services of any member of your family employed in the business not on the regular pay roll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage, or any other cause.

5. Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expenses, such as taxes, insurance, water, lights, fuels, etc.

8. Charge all incidental expenses, such as drayage, postage, office supplies, livery or expenses of horses and wagons, telegrams and telephones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowance made customers, bad debts, etc.

10. Charge collection expense.

11. Charge any other expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amount to, prove it by your books, and you will have your total expense for the year; then divided this figure by the total of your sales, and it will show you the per cent. which it has cost you to do business.

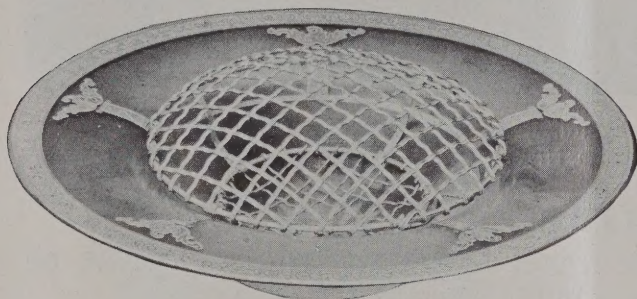
13. Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight),

and the result will show your net profit or loss on the article.

14. Go over the selling price of the various articles you handle and see where you stand as to profits, then put your selling figures on a profitable basis.

CUT GLASS FEATURED IN COSTLY AUTOS

An important field has opened for the cut glass manufacturer since the automobile has come into such widespread popularity. Cut glass, like an automobile, is regarded by many as a luxury, the acme of which was seen at the recent New York auto show, where a brougham designed along the lines of the traveling carriages used by the grandee of Colonial times, was shown, in which cut glass, such as numerous dome ceiling lights of handsome cut amber glass, the amber color harmonizing with the carpeting and upholstery of the car, and a handsome flower vase, cornucopia in shape, also cut on an amber blank, added greatly to the elegance of the car. It also contained a cellarette, with spaces provided for two bottles and half a dozen liquor glasses. The



Theresienthal glass flower holder shown by Graham & Zenger

extent of the flower vase fad was one of the noticeable features of the many cars shown and eight out of every ten parked outside also contained either a pressed or cut glass vase or receiver of some kind.

TRIO FIGHT BATTLE ON OLD VASE

In the collection of ancient vases dating back to a period between 200 and 500 B. C., recently acquired by the University of Pennsylvania, are two of particular interest in that they depict the life of Attician times along unusual lines. The oldest shows a sporting scene in which two gladiators are battling with a single but apparently stronger opponent. The three contestants wear helmets, carry shields and some sort of weapon. Two men, probably referees, are closely watching the fight. The other vase is along wholly different lines and dates from about the third century B. C. It is a domestic scene showing two women, evidently of social rank, discussing in the privacy of a boudoir. The acquisition of this valuable collection greatly enriches the University Museum and will prove valuable to students of ancient history.

Japanese Representative Inspects American Glass Plants

IN order to become fully acquainted with the management and process of manufacture of American glassware, Toyshiya Iwasaki, head of the Asahi Glass Company, Osaka, Japan, has been spending some time in the United States on a tour of inspection of American glass plants. The glass industry in Japan is still in its infancy, and the distinguished Japanese visitor is one of the trade's pioneers. He stated in an interview to the press that he came to America because the American glass industry was the most promising in the world, and that he was going to buy American patented machines and employ several engineers and workingmen from this country, while many of his present employees would be sent here to be educated in American methods.

"The Americans are wonderful!" he declared. "They are inventing everything they want ahead of other countries. We have been working in my company by the same methods employed in Europe in manufacturing plateglass, but we realize that our methods are too slow and poor. That's why I have decided to use the American machine. The machine I am going to use is owned here. I have arranged to buy the patent right for Japan."

Mr. Iwasaki's company being the only one that manufactures plateglass in Japan, the country produces only one-fourth of its demand, and the market is controlled by Belgians. The glass is not sent there from this country.

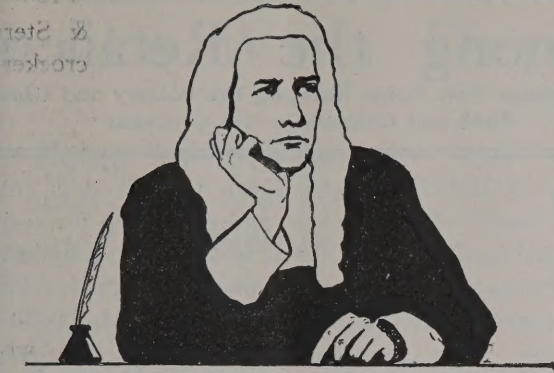
The Iwasaki manufactures glassware also. The glassware workers in Japan, he said, had not much to learn from other countries.

"I am sure," he said, "that the Japanese glass manufacturers will control all glass markets in Japan in the near future. At present we are exporting glassware to China and India. In the glass markets in the east, Belgium and Germany are our strongest foes. We cannot manufacture glass as cheap as the Belgian and German manufacturers. We are nearer to the eastern markets, however, than our European competitors are."

Mr. Iwasaki does not think American glass will appear in the eastern market, because, he says, the American manufacturers will be kept busy by the demand at home for many years.

Mr. Iwasaki is an admirer of the American workman.

"They work steadily and their skill is wonderful," he said. "When I visited the factories I could not but envy the American manufacturers who had so many excellent laborers."



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley.

A Peculiar But Important Phase of Contract Law

THERE is one phase of contract law arising thousands of times every day in the course of relations between business men, which I have never discussed, and which a recent case reminds me is exceedingly important. I refer to the part which the mails or the telegraphs often play in the making of a contract.

It will be a surprise to every man who has not been advised to this effect by his lawyer, that when a man drops a letter in the mail accepting a business proposition he is in most cases bound by it without regard to the time when the letter reaches the other party to the contract, and even though it never reaches him. This is a somewhat remarkable feature of the law, but rests on a perfectly logical basis, as I shall show.

Let me make the principle plain by the citation of an actual case. A & Co., Philadelphia jobbers, wrote a letter to B, a New York retailer, offering him specific merchandise at a definite price, "answer by return mail." B received the offer in due course and at once sat down and answered it, accepting the offer. An hour after he mailed the letter the market unexpectedly broke, and B telegraphed A & Co. revoking, in advance, the contents of his letter. A & Co. received both wire and letter, the wire of course first, but they nevertheless entered suit against B for damages under the contract which they contended had been made. And the court upheld them, ruling that the contract had become complete the minute B mailed his letter. And under the cases the decision would have been the same even though B's letter had never reached A & Co. at all.

The legal theory on which these decisions rest is that when A & Co. sent their offer by mail they appointed the mails as their agent not only to carry the offer, *but to receive the answer and bring it back.* Therefore when B committed his answer to the mails he practically handed it to A & Co. themselves, because the mails were A & Co.'s agent.

Naturally B's letter must have been properly

stamped, otherwise there is no such delivery to A & Co.'s agent as will make the contract binding.

What has been said above is the law in every State but Massachusetts. There B would have had to take the risk of his letter never reaching A & Co. If it was lost, and never reached its destination, there would be no contract.

Behind all this is the legal theory that somewhere in an interchange of letters or telegrams there must be a point where the minds of the parties meet and where a contract is born. If B in the above case is not to be found until A & Co. actually receive his acceptance, then it would seem as if B ought to receive notice of the receipt of the acceptance, and so on ad infinitum.

It is of course obvious that the same principle of law which binds B also binds A & Co. If the market had advanced instead of declined after their offer was mailed, and they had endeavored to withdraw it, the law would not have allowed them to do so if B had already mailed his acceptance. If their notice of withdrawal reached B before he had mailed his acceptance, it would be good and B's subsequent mailing of the acceptance would have had no weight.

If the offer is sent by letter and is accepted by letter, the contract is complete and no subsequent effort to revoke it will avail unless agreed to by both parties. As explained, B could not even have revoked it by a telegram which reached A & Co. before his letter of acceptance.

There are two conditions which practically amount to exceptions to the above. In order to make the mailing of B's letter a completion of the contract, his answering by mail must have been authorized by A & Co. Not necessarily authorized expressly, but impliedly so at least. If A & Co. send their offer by writing, that is an implied authority to B to use the same means to reply. In other words, the offer was mailed to him and he can mail his answer. In such a case the above principle of law applies. But if A & Co. had *wired* their offer and had stipulated that it was for immediate acceptance, then in all proba-

bility an answer by letter would not have served, because the strong intimation from the manner and method of A & Co.'s offer was that answer should be sent by the same method; i. e., by wire.

Anybody can easily avoid this provision of the law, if he wishes to, by stipulating in any business offer that the sender will not be bound unless and until answer *reaches* him by a certain time. If this is incorporated in the offer, there will be no contract if the answer is missent, nor will there be one until the answer reaches its destination.

Another interesting point about this phase of the law is that if B, after he has mailed his letter, can get it back from the post office before it leaves, there is no contract. This seems a little inconsistent, but it is nevertheless the law.—(*Copyright, 1912, by Elton J. Buckley.*)

BAWO AND DOTTER, LTD., IN NEW HOME

ONE of the first places visited by many out-of-town buyers upon their arrival in the New York market this month has been the handsome new salesrooms of Bawo & Dotter, Ltd., who are now comfortably settled in their spacious new building at 20-28 West Thirty-third Street. Six floors and basement are utilized; the remaining floors will be leased to other business enterprises. The stockroom is located on the sixth floor; housefurnishings on the seventh; cut glass, brass goods and imported glass on the eighth; toys, etc., ninth; illuminating glassware, bronzes, marbles, etc., tenth floor; French and English china, German and Austrian dinnerware and Dresden and white art china are shown on the eleventh, while the twelfth and top floor is devoted to a new display of German and Austrian fancy china lines.

ANNUAL BANQUET OF SALESMEN'S ASSOCIATION

THE members of the Pottery, Glass and Brass Salesmen's Association of America are now in training for their annual banquet and good-fellowship gathering, which will take place next Thursday evening at the Hotel Martinique, Broadway and Thirty-third Street, New York. The diners will sit down at seven-thirty, and while the usual after-dinner speeches will be made, the occasion will be enlivened by high-class professional theatricals. Applications for tickets and reservations already received show that the banquet will be well attended, and those who have not already advised of their intention to participate should address the secretary of the Association at their earliest convenience in order that all arrangements can be completed on the morning of the twentieth. The committee in charge of the affair consists of Arthur A. Bean, chairman; William S. Pitcairn, Henry Endemann, John Nixon and H. A. Mirrieless.

Among the Retailers

Notes About New Firms Entering the Pottery and Glass Field and Changes in Old Concerns

L. L. RODECK, Rocky Ford, Col., is now sole owner of the crockery and glass shop formerly conducted in that city by the firm of Knoll & Rodeck. The firm partnership was dissolved January 1. The store is now under the management of S. M. Proffit.

Herman Stern, president of the Falker & Stern Company, 134 Lake Street, Chicago, a large crockery firm, has retired from active business and is succeeded as president by G. W. Mackie. The business was founded by Mr. Stern in 1871 and he continued in charge of its affairs up to the present time.

Moose Jaw, Canada, is to have a department store which will carry complete lines of china, glass and housefurnishings. Messrs. Allan & Cummings, who will operate the store, expect to open up for business on or about March 1.

Jacksonville, Fla., can no longer be termed a winter city, its rapid development along realty and mercantile lines dispelling that idea. On June 1, it is the intention of the Knight Furniture and Crockery Company, the oldest business enterprise of its kind in the city, to occupy its handsome new home being erected at the corner of Laurel and Duval Streets. The new building will have every modern business facility, plate glass display windows extending across the two lower floors. The need for larger quarters has been urgent for some time past, and in moving into its new quarters every department will be increased, larger stocks than ever before being carried. The Knight Furniture and Crockery Company was established in 1878 by R. D. Knight and has enjoyed a steady growth.

The S. S. Kreske Company, operating a chain of five and ten-cent stores, reports sales for the year ended December 31, 1912, of \$10,325,567, compared with \$7,923,064 in 1911, an increase of \$2,402,503, a gain of 30.32 per cent.

The American Department Stores Corporation Co. was recently organized in St. Louis, Mo., in order that they might consolidate their purchases and thereby get low prices from manufacturers. Department stores in several of the large cities are in the organization. It is the purpose of the corporation to eliminate the wholesaler as far as business with the company is concerned. The concerns in the new company have an aggregate purchasing power of more than \$75,000,000 annually. J. B. Shea of Pittsburgh has been elected President of the corporation, which will be capitalized at a nominal amount and chartered in New York.

Talks With Department Store Buyers

Being an interesting chat with the china and glassware buyer of the Greenhut, Siegel-Cooper Com-



JOHN H. HARRIS.

pany on the advantages of buying in the New York market—Some side lights on his career.

TURNED-UP trousers, umbrellas, wet and foggy weather, all spell "Dear Old Lunnnon" to a New Yorker, especially if he has never crossed the briny deep and his knowledge of the "tuther side" is of the Sunday magazine travelogue kind. Nevertheless, the above-mentioned brand of weather is, generally speaking, a bad kind of a day to engage the average American in conversation. Still, over our desk a glaring card seemed to shout out "Get Busy," so we started out to find a man who would talk in spite of the fog and rain. Naturally, he should be an Englishman, so along wet and slippery streets our path led to the Greenhut-Siegel Cooper Co. establishment, where we were quickly ushered into the presence of John H. Harris, the manager and buyer of china, glass and lamps for "The Big Store." Mr. Harris is young, speaks with a soft, pleasant accent, but doesn't say "doncherknow" or wear a monocle—he is decidedly Americanized and his rapid rise in the trade denotes him as one of the few who have "arrived." "Slightly awed, we slid into a chair beside Mr. Harris and asked him what he thought of European buying trips. Born in a pottery country, he ought to know the advantages or disadvantages of buying abroad. "Well," stated Mr. Harris, "when my firm and I discussed the subject some time ago I told them that while I would undoubtedly be benefited along educational lines pertaining to china and glassware, and would thank them for the trip, I did not believe I would be able to buy to a greater advantage than if I stayed at home." The foreign manufacturers, further stated Mr. Harris, are well represented in this market; in fact, there are but few of the leading factories whose samples are not shown in New York. Then, even if the buyer should visit the foreign works, the manufacturer does not overlook the fact that his agent should have received the order, and the latter's commission is added on just the same. An important advantage of buying at home is the value of sample comparison. Put side by side the wares of the va-

rious manufacturers show their strong or weak points accordingly, and the decorations can be carefully noted, all of which enables the buyer to make a better selection. Abroad the buyer must rely to a considerable extent on his ability to carry the shape, design, etc., of the different lines in his mind's eye. Two items may be the same in price, and to all appearances similar in quality and decoration, but to tell the better line without comparison is indeed difficult, as the potteries in many instances are widely separated and the buyer sees the line but once. The grouping of the importers in the New York district, where practically every pottery of any extent is represented, makes it easy for the buyer to see and buy in a comparatively short time. Then again, department sales will drop off if the manager is away on an extended trip unless an exceptionally good assistant is in charge, which is another strong factor in favor of buying at home. Mr. Harris, while on the job the year around, always finds time to skip out to the pottery and glass districts to see the newest ideas, and a glimpse through his big department shows that he gets them, too. John H. Harris was born and bred to the crockery business, his father, the late H. Harris, conducting a retail crockery store when J. H. first saw the light of day in England. His early training was with his father, who continued his store until he retired about fifteen years ago. In 1899, just fourteen years ago, Mr. Harris landed in America—maybe the late struggle with Spain inspired him, he didn't say—and at once entered the crockery and glassware department of Abraham & Straus, Brooklyn, N. Y. His intimate knowledge of the business was at once recognized and he was rapidly promoted, leaving that firm after four years of service as assistant buyer. He then joined the forces of the Siegel-Cooper Co. as assistant to John Ling, and when Mr. Ling left to open up the new Gimbel Brothers department, Mr. Harris succeeded him. He is manager of a department that is

(Continued on page 18a.)

Among the Glass Houses

Being a Column of Short Notes of Business Affairs in the Different Factories.

TOLEDO, Ohio. A new company which will manufacture light and medium weight cut glass was recently formed in this city under the firm name of the Royal Cut Glass Co. The capital stock of the concern is \$10,000. A line of ware for the wholesale trade will be produced by the incorporators, of whom there are five: Aiken Dupuis, William C. Hitzke, Harry J. Kerwin, H. B. Moore and G. O. Dupuis. Aiken Dupuis has been elected president and treasurer; Wm. C. Hitzke, secretary, and H. J. Kerwin, superintendent of the plant. The company is located at 507 St. Clair Street.

* * *

Calgary, Alta. The Industrial Bureau of this city has announced that the B. B. Rich Cut Glass Manufacturing Company will locate in this city sometime this month and operations will be started immediately. It is expected that the new industry will give employment to at least fifty men within the year. The men behind the venture are R. T. Brooks, president and general manager, of Philadelphia, E. M. Boughtin, E. G. Boughtin and H. Boughtin, also of Philadelphia.

* * *

Poughkeepsie, N. Y. Rumor is current that a cut glass factory will shortly be established in this city, James H. Ackley, a prominent china and glass merchant having taken an option on some property, but declining to state whether he is acting for a cut glass concern or not. The property is located on Main Street and is worth, approximately \$10,000.

* * *

Rochester, Minn. The Rochester Cut Glass Company of this city after a very prosperous year recently added T. L. Phelps, former County auditor, to the Board of Directors. At the annual election A. R. Olsen, was elected president; Kerry Conley, vice-president; L. A. Orr, treasurer, and T. L. Phelps, secretary.

* * *

Toledo, O. Preliminary work has been started on the new factory of the C. Well Mirror Co., on Smead Avenue this city. The company owns a site 128 x

140 feet and the first building to be erected will cover a space of 40 by 126 feet, and will cost in the neighborhood of \$10,000. T. H. Tracey, sr., is president of the company; G. W. Pratt, vice-president; and of the company; G. W. Pratt, vice-president; and

A DEPARTMENT STORE IN NORWAY.

THE largest department store in Christiania—and in Norway—is Steen & Strom, Kongens Gate No. 23. This store, founded about 30 years ago as a small dry goods store, in part of the building now occupied, became a department store in 1890 and since that time has gradually expanded until it now occupies about half a square. The building is four stories in height not counting the basement, which is used for storing and packing goods. The firm, states Consul General C. A. Holden, is incorporated as a stock company with 829,000 crowns (\$222,172) capital, the stock being held almost entirely by the two original partners, who have entire charge of the business.

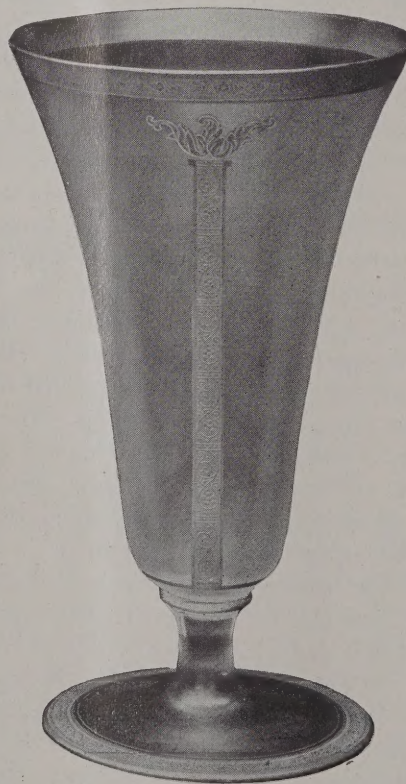
Nearly every kind of merchandise found in a typical department store in America is sold here, except that there are fewer lines carried and each line is perhaps a little less complete. No musical instruments, no hardware, no groceries, no trunks, and no furniture, except metal beds, are sold.

Sales are usually for cash, but old customers and new ones who can furnish exceptional references are allowed 3 to 6 months' credit.

The store has three or four horse-delivery wagons and one automobile. Ordinarily deliveries are made up to 8 o'clock in the evening, but on Saturday night this hour may be as late as midnight.

As in France, wrapping is done by the clerk who makes the sale. The customer is accompanied to one of several cashiers' desks and while paying the charge, which is marked on duplicate slips, one of which is kept and the other given to the customer, the clerk wraps up the package.

Men, women, and girls are employed. Most of the clerks are comparatively young. Women clerks are paid 50 to 125 crowns (\$13.40 to \$33.50) and men clerks 75 to 200 crowns (\$20.10 to \$53.60; floor-walkers (men), who are also head of departments, 1,800 to 6,000 crowns (\$482.40 to \$1,608) a year.



From the Theresienthal glassware line of Graham & Zenger, New York

News from the Potteries

BORDENTOWN, N. J.—The Phoenix Pottery of this city, which has been in litigation for several years, finally landing in the bankruptcy court, was sold January 14 by John H. Hutchinson, trustee, to Samuel Dunseith, of Bordentown, for \$20,000, subject to a mortgage of \$17,500.

The sale, however, which was subject to the approval of the court was not confirmed, Referee in Bankruptcy S. Conrad Ott refusing to do this in order that the unsecured creditors might have a chance. He positively stated that nothing less than the amount of the expenses, \$4,700, would be considered, and he threatened to take away the watchman from the plant and let it take care of itself. This seemed to awaken the mortgage holders, for it was shortly after this decree that the offer which had jumped \$2,700 was made.

* * *

Newcastle, Pa.—At a recent meeting of the stockholders of the Shenango China Company it was decided to increase the capital stock of the company from \$150,000 to \$230,000. The reason for the increase being because of the purchase of the New Castle pottery plant which was made some time ago. A large force of men have been busy remodeling the plant and Manager James M. Smith expects to begin operations in the acquired plant on or about April 1.

* * *

Mt. Clemens, Mich.—The Business Men's Association of this city have announced that the long-looked-for and talked of industry for Mt. Clemens is at last practically assured. The name of the new concern is given as the Mt. Clemens Pottery Company, capitalized at \$75,000. Of this amount \$25,000 is to be held by Ohio capitalists whose identity is not divulged; \$25,000 by Mt. Clemens business men; and the balance to be held in abeyance as treasury stock.

* * *

Syracuse, N. Y.—The annual election of officers of the Onondaga Pottery was held last month and resulted in the selection of the following: James Pass, president and treasurer; Charles B. Everson, vice-president; A. P. Fowler, secretary, and E. L. Torbert, assistant treasurer. W. L. Huber was elected a director, taking the place made vacant by the death of the late G. M. Williams. In commenting on the revision of the tariff, Mr. Pass is quoted as saying that the pottery interests of the country are entirely

satisfied with the present schedule, despite the fact that the average manufacturer here is not making as big a profit as the foreign manufacturer. The American wages, says Mr. Pass, are double those paid in Europe and that the present tariff benefits the pottery workers in this country. He does not look for a reduction in the schedule.

* * *

Mannington, W. Va.—The Bowers Pottery Company has been incorporated for the purpose of manufacturing and selling clay products, etc. They have an authorized capital stock of \$500,000 and were incorporated by the following: George W. Bowers, Sarah G. Bowers and L. S. Schwenck, of Mannington and Frank W. Bowers and C. A. Bowers, of Wheeling, W. Va. The Homewood Pottery Company, of which George W. Bowers is president, at a recent meeting of the stockholders, passed a resolution to discontinue the business of the company as a corporation, and to surrender its charter. It is presumed that the new company will take over the business of the Homewood Pottery.

* * *

Crooksville, O.—The annual meeting of the Crooksville Pottery Company resulted in the re-election of the old board of directors and officers. The company enjoyed a good trade, and according to Guy F. Crooks, the prospects for the coming year are exceedingly bright. A new kiln and several interior improvements have been planned by the company which will greatly facilitate the business. The officers are: President, J. L. Bennett; vice-president, W. H. Brown, and Guy F. Crooks, secretary-treasurer and general manager.

* * *

Visalia, Cal.—The Richmond Porcelain Company has acquired several hundred acres of land underlaid with feldspar near here. Agents of the company say that the rock found in the foothills of this country is of an exceedingly fine grade. It is now estimated that the entire feldspar output from this section will go to the Richmond Company, who have a contract for \$100,000 worth of porcelains with one coast firm.

* * *

Crooksville, O.—Notice to the effect that the Crooksville China Company has subscribed to the industrial insurance plan as provided under the new workman's compensation law have been posted in the shops of the company.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.

CHINA, GLASS AND POTTERY REVIEW, Founded 1897.

Amalgamated April, 1905.

POTTERY AND GLASS, Founded 1908.

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FRANK F. LYONS - - - - - Secretary

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METAL AND ALLIED INDUSTRIES

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PROF. CHARLES F. BINNS - - - - - Technical Editor
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DO YOU REASON WHEN YOU COMMAND? THE power to reason is the line of demarkation between man and beast. Descartes, the early French philosopher, said: *Cogito, ergo, sum*, "I think, therefore I am," and further, by deduction, I am conscious of my being. Later metaphysicians, philosophers, and psychologists have strengthened his theory, but, unfortunately for those who earn a livelihood by the toil of their hands, the average person is profoundly oblivious of this, or any other theory, affecting the mind.

"He doesn't reason, and he speaks without thinking," recently remarked a clerk to the writer, and he was referring to the proprietor of the store that employed him. Now, generally, complaints coming from the ordinary clerk are not worth listening to, especially when they refer to the "boss," for a man in business must possess at least a little common sense and the average boss possesses an average share. But in this particular case the item of provocation which prompted the clerk's complaint was entirely justified. The "boss" was a member of the great army of infallibles who never do wrong—you know the type—brusk, "I-know-it-all-you're-wrong" sort of beings who cut you off in the middle of a sentence with a wave of the hand and finish it for you; veritable mind readers, they are, keen to the point of cynicism, never missing the chance to tell you that they are right or that you are wrong. This particular "boss" would

(if he had the authority and power, but thank goodness, he hasn't and never will) order a bridge over a river without the twitch of an eye,—and then fuss and fume and grow blue in the face if it wasn't ready to walk over that very night. He kept one of those motto cards, which the printer's devil composes in his spare moments, above his desk, and it dinned into his ears "Do it Now." Across the bottom he had scratched: "and sooner if possible," to make it more emphatic. He went into fits if the stock boy couldn't bring him *at once* a sample of goods that the oldest man in the store had forgotten was ever in existence, and then condemned to perdition the system of the house because it took him, himself, an hour to find the sample. The boy had been with the concern one month; the boss had been there 28 years; the boy received \$5 a week; the boss had a drawing account of \$5,000 a month. Yet, in spite of these inconsequential differences he fired (that's the word he used) the boy because he took ten minutes looking for a sample which he himself couldn't find in an hour. A splendid personification of Descartes' theory, "*Cogito, ergo sum.*"

Brevity of commands, exactness of desires, speed of execution are all very well, and desirable at times, but the man in business should remember that detail work is hedged with certain restrictions. The man at a desk should recognize and remember that he can give a command in three words that may take hours or a day to execute. Just because it is easy to lay out work is no criterion that it is easy to perform it. Many a manager says it is quicker to do certain work than to talk about it. But is it? If it is, then a fundamental mistake is made in not doing the work at once and omitting the talk altogether.

The fault lies here, the man who commands gives orders without the faintest idea of the work occasioned, and then criticizes when there is any seeming delay. Dispute over work means lost time, and if a manager, a department head, the "boss" or any one in a dictatorial capacity gives orders without reasoning, and then kicks, he, himself, rather than the subordinate clerk, is a factor of lost motion in that establishment.

SELLING ADVERTISED PRODUCTS.

THE old, stupid prejudice which some dealers formerly entertained against the selling of products nationally advertised, has, to a large extent, passed away within recent years. Seldom does one hear the plaint nowadays that the consumer pays for all the advertising and that goods of equal merit could be bought for much less money if the manufacturer did not spend so much for advertising. It has become known and realized that the manufacturer alone pays for the advertising and gets his returns from his increased sales.

Practical Science Department

Edited by Prof. Charles F. Binns

Good Glazes—and Others; What They Are and How Best to Get Them

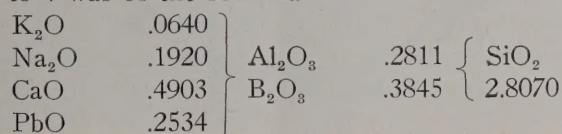
THIS IS THE CONCLUDING PAPER OF A SERIES OF GOOD COMMON SENSE TALKS ON TECHNICAL MATTERS THAT DAILY CONFRONT THE MANUFACTURING POTTER

Written especially by the Editor of this Department

GLAZES suitable for use with under-glaze colors are always in demand, for the popularity of underglaze decorations is steadily increasing. There are two causes for the common failure to produce satisfactory results: too high a fire and an unsuitable glaze. Many glost kilns in this country are burned to cone 6 or 7 and the attempt has been made to use colors with the regular glaze used on white ware. There is no need to fire a glaze higher than cone 3 and good color treatment can be carried out at this heat. The practice in England, where very fine color effects are produced, is to burn from cone 08 to 04.

The proper glaze is one in which no ingredient greatly predominates. Alkalies tend to brighten the colors, but a glaze high in alkali will be found apt to craze. Zinc oxide is entirely barred. Some colors are destroyed by this ingredient and all are changed in tone. The glaze should be very largely fritted. The ideal glaze is one which will quietly melt over the colors without any reaction either between the parts of the glaze or between the glaze and the color. At least 60 per cent. of the glaze should be fritted.

In *The Transactions of the American Ceramic Society*, Vol. 1, is an interesting contribution by Ernest Mayer, who is a successful maker of colors and manufacturer of printed ware. He tells of his own experience in a way which cannot fail to be useful. For example, it is told how a glaze, burning at cone 2 to 4 was of the formula



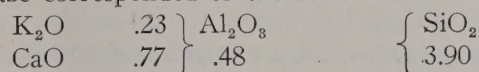
which can be produced in the following way:

Fritt:	Feldspar	17
	Whiting	70
	Borax	104
	China Clay	62
	Flint	113
Glaze:	Fritt	194
	Feldspar	23
	White lead	64
	China Clay	13
	Flint	48

(It should be added that as Mr. Mayer does not

give the batch weights these have been worked out independently.)

This glaze was not suitable for pink, which, to use Mr. Mayer's own words "At the temperature of our glost kilns, say Seger 3 or 4, under this glaze is simply ruined." It was found, however, that the same pink preserved its color even to cone 9 under a leadless glaze, which was also free from boric acid. This glaze corresponded to the formula:



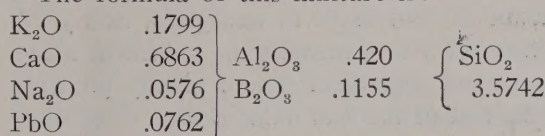
which may be produced by mixing

Feldspar	128
Paris white	77
China clay	64
Flint	121

It is evident, then, that the color was killed, not by the fire but by the glaze.

An attempt was therefore made, by mixing the two glazes in proportionate amounts, to find a mean which would at the same time retain the quality of the pink color and fuse at the glost heat of cone 3. This mean was found to be, hard glaze A, .7 equivalent, or 136 parts, regular glaze B, .3 equivalent or 51 parts.

The formula of this mixture is:



and the completed glaze will be

Fritt, as given	59 parts
Feldspar	96 parts
White lead	19 parts
Paris white	54 parts
China clay	49 parts
Flint	99 parts

It is rather a surprise that this glaze, low in lead and boric acid and with less than 16 per cent. of fritt should have proved satisfactory at cone 3, but Mr. Mayer is an unimpeachable authority.

The type of glaze used in Europe is very different from this. The potters across the water have found no difficulty in producing a glaze for colors at as low a fire as cone 010 and there is much to be gained in this except, perhaps, in the resistance of the glaze to wear. An excellent glaze for low fire is the following:

PbO	.45			
CaO	.30	$\left. \begin{array}{l} \text{Al}_2\text{O}_3 \\ \text{B}_2\text{O}_3 \end{array} \right\} \begin{array}{l} .25 \\ .40 \end{array} \left\{ \begin{array}{l} \text{SiO}_2 \\ 2.90 \end{array} \right.$		
K ₂ O	.10			
Na ₂ O	.15			

composed as follows:

Fritt:	Red lead	103
	Paris white	30
	Feldspar	56
	Borax	57
	Boric acid	12
	Flint	120
Glaze:	Fritt	330
	English ball clay	15
	China clay	24

The grinding must be very thorough if the glaze is to float properly and fuse readily. Some colors are very brilliant beneath it. It is not suitable for pink.

It is stated above that zinc oxide is an objection in glazes for colors. This is the reason why the commercial glaze studied last month is not suitable for under-glaze decorations, but it can be changed without difficulty into a fairly good color glaze. If the ZnO .13 is omitted and the lead increased by this amount, making PbO .33, the mixture will be:

Fritt:	Feldspar	78
	Pearlash	7
	Flint	97
	Boric acid	37
	Red lead	75
	Whiting	48
Glaze:	Fritt	301
	English ball clay	20
	China clay	10

This glaze works well with both pink and green and will fuse clear and bright at Cone 2.

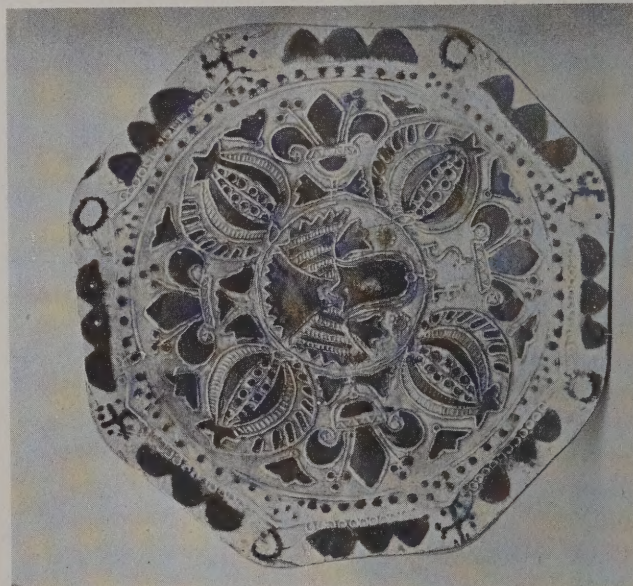
The amount of lead oxide in this glaze, nearly 22 per cent., may seem to contradict the statement made above that no one ingredient should greatly predominate, but the fact of the lead oxide being fritted diminishes its solvent power to a large extent and thus renders it incapable of attacking the colors. This is one of the important points to be considered in deciding upon the materials to be fritted. It cannot be too strongly insisted upon that the operation of fritting accomplishes the chief work of melting the glaze in driving off the volatile parts of the materials and bringing about the mutual solution of the particles. It is too much to say that silicates are formed, nor can this be proved, but solution undoubtedly takes place. The small particles of flint, clay and feldspar disappear and a clear glass is formed. Borax changes in weight from 382 to 202 by loss of water, boric acid from 124 to 70 in the same way, red lead loses a small amount of oxygen, changing from 228 to 222, clay loses water and is reduced from 258 to 222, and whiting loses 44 parts of carbon dioxide, changing from

100 to 56. Flint, feldspar and zinc oxide, if used dry, undergo no appreciable change in weight. If these ingredients, or any of them, are used in a raw glaze, the changes described must take place after the ware is dipped. This is not very objectionable on white ware, but colors are seriously affected and sometimes destroyed by the action which goes on. They are also attacked directly by the free lead before it is finally taken into solution in the glaze mass.

THE END.

MORE POTTERY FOR METROPOLITAN MUSEUM.

THE English pottery collection in the Metropolitan Museum of Art has been materially increased during the past year by the purchase of sixteen pieces, the dates of manufacture of which range from the later years of the seventeenth century to the first of the nineteenth. Of particular interest are three pieces of the variety known as slip-decorated ware, specimens of which the Museum has heretofore not owned. This ware, which represents the earliest and one of the most characteristic developments of English pottery, is supposed to have been made in moulds which left the outlines of a conven-



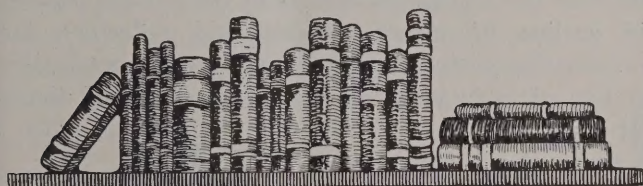
Octagonal plate, English, slip decorated ware, recently acquired by the Metropolitan Museum, New York.

tional ornament, and in rare instances those of animals, etc., in slight relief; this was afterward filled with a thin wash of colored clay known as "slip." Noteworthy the museum's collection is a large octagonal plate of the kind generally thought to have been produced in the last quarter of the seventeenth century at Cockpit Hill, Derbyshire, although it is possible that northern Staffordshire was the place of manufacture. An adapted fleur-de-lis is the main decorative motive of this plate.

Talks With Buyers

(Continued from page 13)

unique in that it is the only one of its kind located on the street floor and in a building devoted exclusively to housefurnishings. Before the Greenhut and Siegel Cooper stores were combined under one management the idea prevailed that it was necessary to have dry goods and other departments in a store to draw trade and that a separate store could not be operated profitably. They have, however, and to-day no suburbanite would think of ending her shopping excursion without a visit to the Greenhut Building. The china and glass department covers one-half of a city block, the only other merchandise on the street floor being housefurnishings and metal goods. Our interview ended, we betook ourselves out into the fog again, fully satisfied that J. H. Harris is a live one, and that J. B. G. is fortunate in having him at the head of this department.



RECENT PUBLICATIONS.

"The Principles of Advertising Arrangement," by Frank Alvah Parsons, 8vo, bound in boards, illustrated with numerous line-cuts, half-tones and diagrams, printed on marble finished paper, 127 pages, \$2.00, postpaid.

The science of advertising has become so important to every business man who seeks to gain publicity through newspapers, circulars or other forms of printed matter, that this interesting book, written by an authority on the subject, will be of inestimable value to all. It is the outcome of serious thought and consideration on the broad principles that enter into the arrangement of every advertisement, and it is so complete and exhaustive that it can be taken as a most adequate text-book on the subject. Mr. Parsons has long been recognized as an authority on design, proportion, and arrangement in all matters pertaining to art, and this volume on advertising from his pen is well calculated to be authentic and convincing.

Mr. Parsons starts the book with a statement of what art means to him. The following, quoted from this statement, might well be taken as the outline of the entire work: "I believe that the quality of harmonious relationship existing between colors and forms, or between the parts and the whole, or between the worker and his material in any field of labor, constitutes art." The book is very attractively gotten up and printed and should be in the library of every one interested in any phase of the subject. The publisher's price is \$2.00, postpaid, and we will be glad to send it to any of our readers upon receipt of that price.

"More Talks by the Old Storekeeper" is a new volume of "Talks" by that successful storekeeper, Tobins Jenkins, and is written by Frank Farrington, the author of many other highly successful business building books. The new volume contains two hundred and fifty-six pages and twenty-one full page illustrations. It has sixteen chapters treating on such subjects as: Mail Order competition, Handling clerks, Cash handling systems, The travelling man, Getting back business that has drifted away, and many other instructive and entertaining chapters. In addition to the value of the book as a business help to any merchant reader, it possesses an interest of its own that is little short of that of a novel. It is certainly good reading for anyone interested in retail merchandising whether in need of selling or other business helps or not. The price of the book is \$1.00 and may be obtained from this magazine.

OPPORTUNITIES IN SOUTH FOR POTTERIES

WHILE Ohio and New Jersey are known to everyone as the leading pottery industry centres, the great possibilities of the Southeastern States are now receiving wide-spread attention from capitalists on account of the almost limitless quantities of raw materials to be had in that section of the country. Virginia, North and South Carolina, Georgia, Florida, Alabama, Mississippi, Tennessee and Kentucky all offer rare inducements to the pottery manufacturer with their extensive beds of pottery and porcelain clays and kaolin of superior quality. The most difficult item the Northern manufacturer has to contend with is power and labor; the South offers coal, water-power and natural gas as a means of cheap fuel, while labor is obtainable in every section of the country at most satisfactory wages. The markets of the South are undeveloped. The South has no large potteries, a fact which makes this area a large and almost non-competitive market, besides being in easy access by rail of the great Southwest territory and by water to the Atlantic coast ports, and eventually by way of Panama, to the Pacific coast. The Southern Railway Company, who own and operate about 7,500 miles of rail which traverses every State in the South, and reaches the most important seaports on the Atlantic and Gulf coasts, and connects at a number of points with other large systems, have interested themselves in the development of these natural resources, and have published a pamphlet which sets forth in a concise way the facts and factors relative to building up this great industry in the Southern States. The pamphlet makes interesting reading, and is illustrated with half-tone views of kaolin, silica and clay mines along the Southern Railway. It should be in the hands of every pottery or clay product manufacturer. A postal addressed to the company at Washington, D. C., will receive prompt attention.

Lamps, Lighting Fixtures, Shades and Art Metal

WHILE many of the American lamp manufacturers have produced some very creditable portables and fixtures in period styles of decoration, few have attempted to bring out the motif on the glass itself, confining themselves to metal work ornamentation exclusively.



Adam decoration on shade and base from the Phoenix Glass Co.'s line.

The illustrations on this page from the line of the Phoenix Glass Co., show the adaption of period design on both the shade and base in the classic style of the Adam brothers. The strong characteristics of the period were rosettes, festoons, urns and delicate flutings, all of which are reproduced on these lamps in some shape or form. The shade decorations are etched. The urn has been worked into

the base in a most artistic manner and is in keeping with the shade design, the whole harmonizing perfectly with Adam interior decorative schemes. The demand for this class of decorations in lamps is steadily increasing and the growing tendency of the department store to feature period reproductions and adaptations is the strongest evidence that the public taste is for the better class of decorated lamps.

The illuminating ware field from one end to the other—be it brass, glass or a combination of both, can be entirely covered at the New York salesrooms of the Pittsburgh Lamp, Brass & Glass Company, 82 West Broadway. The visitor is practically assured of seeing some new item each month and February has proved to be no exception to the rule. They have increased their line of semi-indirect glassware in "Delica" white by the addition of two larger sized dishes and are now offering this line in eighteen and twenty inch dish as well as the fourteen and sixteen inch sizes formerly shown. An entirely new line of

glassware for use in combination with ceiling or side-wall fixtures or on gas or electric portables is also shown for the first time. It consists of a small colored floral design worked in with a bas-relief festoon and line treatment also in color. This glassware is shown in about twenty different shapes and six decorations.

Veluria, a beautiful translucent glass, recently patented and produced by the Fostoria Glass Company, Moundsville, W. Va., and assigned to the General Electric Company, is being shown at the New York office of the Holophane Works of the latter company, in a line of globes, shades, and reflectors for illuminating purposes and is exceedingly attractive. A line of table lamps is shown the base and shade of which are both of Veluria glass. This glass is a pure alabaster white when not lighted, but takes on a faint blush or fire that is extremely pleasing, when lighted. The ware is decorated with deep etchings in conventional designs. Within the base is a small light which turns on with the light under the shade, causing the base to glow and heightening the lamp's very artistic appearance.



Adam electric portable shown by the Phoenix Glass Co.

One of the latest ideas in lighting glass seen in the market is a line of decorated ceiling dishes and inverted domes, with cluster and side wall shades and globes to match from the line of the Eagle Glass and Manufacturing Co. They are displayed at the showrooms of Malone & Nicholson. The decorations are in floral and grape designs and show soft glowing colors through a snow-white glass. One exceptionally fine shade is shown with six hand painted panels on a white ground, and can be readily adapted to small desk or boudoir lamps.

AN entirely new line of "Old England" ware from the Ridgeway pottery is shown for the first time at the display rooms of Meakin & Ridgeway, West Fourth Street. The line comprises all kinds of articles for table use, vases, plaques, etc., and carries exquisitely executed views of country lanes along the old English coaching routes, in natural colors, worked on a soft delicately tinted ground. This new ware should prove a strong seller throughout the country. The delicacy and beauty of the series will appeal to buyers who are searching for something new, original and attractive.

* * *

The Buffalo Cut Glass Company have sent their New York representative, I. P. Cohen, an exceedingly fine line of new floral cuttings which are well worth seeing when in the market. A particularly attractive item in the line is a globulous shaped eight-inch fruit bowl, peg footed, seven inches in height and well covered with an interesting floral and leaf pattern. The remainder of the new pieces carry out the same high standard of design and workmanship.

* * *

The sample lines of the H. C. Frey and Empire Cut Glass companies will be displayed at the New York salesrooms of the Fielding-Behrend Stationery Co., Inc., their new selling agents, about April 1st. The firm has taken the ground floor store at 524-28 Broadway, corner of Spring Street, and are located in temporary offices on the second floor at that address while alterations are in progress.

* * *

Malone & Nicholson are showing a number of new samples from Ripley & Company, that have already found favor with the trade wherever shown. This line, which includes tableware, tumblers and goblets, pressed and blown, display jars, and air-tight containers is now displayed in a separate room.

* * *

Several new lines are on display at the showroom of J. J. O'Donnell, the agency for which he has taken over since the first of the year. A line of coin gold

In the New York Market

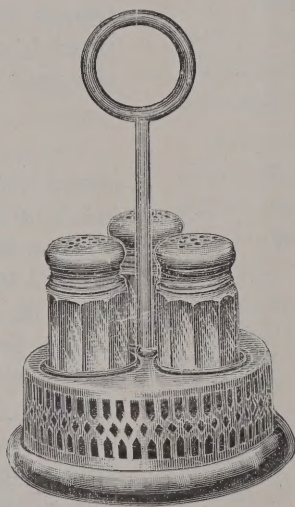
A Description of Seasonable and Staple Novelties That Have Lately Made Their Appearance and Where to Get Them

decorated glassware, in band patterns, from the Ionia Mfg. Co., is shown on tumblers, tableware, glassware, etc. The National China Company, Salineville, O., is represented with premium assortments and dinnerware; Chas. Baum's line of mirror plateaux and trays, and the cut glass line of the Crescent Glass Specialty Company.

* * *

The new Sheraton glassware of the United States Glass Company, has met with success wherever shown and although one of that concern's most recent productions bids fair to become one of its best sellers.

The goods are now offered with a burnished gold border and also with silver or Nile green border decoration, all of which add greatly to the quaintness of this colonial line. In imitation cut ware the U. S. have produced some remarkable sample pieces. They have weight and brilliancy, and closely resemble the genuine article in every way except price, the reasonableness of which has caused dealers everywhere to buy in quantity. Additions have also been made to their "Adam" line, the decorative motifs of the Adam period being accurately reproduced on this deeply etched line of stemware, vases, jugs, etc. In display jars and containers the Old Colonial lines are carried out on a number of new pieces that are sure to please



Silver plated castor set made by Warshavsky & Cohen



New decorations on Royal Worcester china shown by Maddock & Miller

the most exacting dealer and department store buyer.

The Cup of Destiny, a novelty in tea cups, is now being shown in New York, and already has found its way into the leading department stores. The Petersyn Company have based its origin upon the old custom of telling fortunes from the tea leaves remaining in the cup after drinking the tea. Symbols have been painted within the cup and as the leaves fall upon them they indicate the future of the drinker in such matters as love, adventure, and business. The custom is known the country over and the cup should prove an interesting addition to the five o'clock tea circle.

* * *

The Pittsburgh Lamp, Brass & Glass Company is showing a wide range of new decorations and shapes in their glass vase line for 1913. Samples of



"Beautility" ware casserole from the line of
Warshavsky & Cohen

the line now on display show conventional patterns and floral and fruit decorative treatments that are very attractive.

* * *

A large number of new pieces have been added to the old Colonial glassware line of Duncan & Miller, both in plain and plate etched ware. The plain ware is shown in a line of stemware, tumblers, nappies and general table glass and is offered to the trade at attractive prices. A deep plate-etched grape vine pattern on a similar line of shapes can be had at slightly advanced prices. The new line is known as number fifty-four.

* * *

Gold decorated china still maintains its popularity the country over and in catering to this elite trade Blakeman & Henderson, importers of Limoges china, have brought out some exceedingly fine hand decorated china this season. Gold, especially when used in combination with soft tints, on a pure white ground strongly appeals to the lover of fine china, and is within the reach of the person of small means as well as to people of wealth. The B. & H. line includes a wide variety of patterns in dinnerware from plain

band decorations to the more costly deep acid-etched borders as well as an increased assortment of fancy china. This year they have added a line of Limoges china fireproof cooking dishes with metal handles, consisting of casseroles, egg dishes, sauce pans, etc., in all sizes.

* * *

Buyers who are continually looking for new leaders for their special sales and are at times at their wits' end to locate desirable goods, should pay a visit to the showrooms of Warshavsky & Cohen, 179 Wooster Street, and see the many new features in "Beautility" ware they have brought out for the coming season. Besides a strong line of hand pierced brass goods, they are showing numerous novelties in silver plated goods at prices which defy competition. A big assortment of fancy pierced silver plated tableware articles, such as round and oval casseroles with linings, bean pots, pie plates, etc., and also various styles of castor sets add to the attractiveness of the line. One of the novelty leaders, however, is their line of beautifully hand-pierced silverplated photo-frames, which can be had in any number of sizes from six-inch post card size to a thirteenth-inch portrait size, and in thirty-two distinct designs.

* * *

The art of the potter was never more fully represented than the 1913 creations of the V. Schierholz'sche Porzellanmanufaktur, Plaue, Thuringia, now on display at the showrooms of Herman C. Kupper, 50-54 Murray Street. The shapes and decorations throughout the line are exquisite and their beauty is practically indescribable. As in former years the basket work of this factory is exceptionally fine and the same flower garland and festooned rose decoration is carried out. On the table-centres and fruit dishes the skill of the potter is shown with delicate foliage and flowers entwining the base and finely colored figures of lovers, cupids, etc., at play. Another pattern in this line is a cherry decoration worked in combination with brilliantly colored birds of paradise on a line of centre pieces, bowls, etc. The line throughout is resplendent in beautiful colorings and filigree work, some having borders of foliage and birds with handsome hand-painted centre panels, while others are along more conservative lines and show simple gold tracery on a pure white body. Taken all together, the Schierholz'sche art china is one of the finest displays of its kind seen in the market in many years.

If you cannot or do not keep your store clean you will not keep your goods clean.

How long since you have added any new fixtures to your equipment? The store that stands still in that matter will not advance much in others.



Business and Personal Items About Prominent People in the Different Branches of the Trade

The H. C. Fry-Cut Glass Company, of Rochester, Pa., and the Empire Cut Glass Company, of Flemington, N. J., will hereafter be represented in New York by the Fielding-Behrend Company, selling agents, with offices at 524 Broadway.

G. Menard, for some time past dinnerware assistant to John H. Harris, buyer of china, glass and lamps for Greenhut-Siegel Cooper Co., New York, severed his connection with that company in January to engage with G. M. McKelsey & Co., Youngstown, Ohio, as buyer for their crockery department.

N. L. Clarke, buyer of china and glassware for the D. H. Holmes Company, New Orleans, La., was among the first of the foreign buyers to go abroad. He sailed January 23 and is not expected to return until the latter part of March.

M. S. Kopf, until recently in charge of the china and glassware department at the Fourteenth Street Store, New York, is now with Gimbel Brothers, New York, as assistant buyer of house furnishings. He was with the Gimbel Brothers, Milwaukee, some time ago and has a wide experience in the trade, having served with the Famous Store, St. Louis; Rothschild & Co., Chicago; Greenhut & Co., New York, before going with the Fourteenth Street Store.

Christian Dierckx, the importer and proprietor of two retail china shops in New York, sailed last month to search the European markets for china and glass novelties.

About seventy-five members attended the annual meeting of the Crockery Board of Trade last month, at which time the following officers and committees were selected: President, John J. Miller; first vice-president, L. S. Hinman; second vice-president, George B. Jones; treasurer, Charles A. Holbrook; secretary, L. S. Owen.

John J. Curry, one of the most widely known buyers in the trade and for many years at the head of the china and glassware department of Houghton & Dutton Company, Boston, Mass., died suddenly of pneumonia, January 16, at Philadelphia, while on his way to the Pittsburgh show. Mr. Curry was forty-five years old.

W. O. Day, china and glass buyer for Miller & Rhoads, Richmond, Va., expects to visit the New York market on or about February 20.

W. S. Pitcairn is now displaying the dinnerware and English hotel ware lines of Furnivals, Ltd., having recently been appointed sole agent in the United States and Canada. George Hamilton, who has represented this pottery for several years, will continue to give the lines his personal attention.

T. Attridge, manager and buyer for Gimbel Bros., New York, lamp department is arranging for a special sale to be held during the early part of March and contemplates sailing for Europe, in the interests of his department, at its conclusion.

Andrew Snow, Jr., New York manager of the Pairpoint Mfg. Co., has announced his retirement from active participation in the business of that company, on or about April 1. George E. Sherman, connected with the New York office for some years, will assume the management upon Mr. Snow's retirement.

E. J. Dorner, of Syracuse, N. Y., will manage the new Canadian plant of the Benedict Manufacturing Co., which will be operated in Toronto under the name of Benedict-Proctor Co., Ltd. Announcement of this fact was made at a banquet of the firm's selling force by Harry L. Benedict, president of the concern.

J. T. Smith, president and general manager of the Smith-Phillips China Co., resigned his position early in February. Z. Q. Hickman succeeded him. Mr. Smith will retain his financial interests in the company and also his directorship. Mr. Smith will devote his time in the future to his realty interests and has taken offices in the First National Bank, East Liverpool, Ohio.

Blakeman & Henderson, New York, importers of Limoges china, have taken a lease on room 57, now occupied by Maddock & Miller, Crockery Exchange Bldg., and expect to move in sometime before May 1. The Royal Worcester lines will be shown in the new salesrooms of Maddock & Miller, 52 Murray Street.



From All Over the World

LITTLE NOTES OF INTEREST TO
THE TRADE PICKED UP FROM
DIFFERENT PARTS OF THE GLOBE



British pottery manufacturers are anxiously awaiting the event of the incoming Democratic administration and the expected reduction in pottery tariffs. "The wildest rumors, states the English press, are afloat respecting the possible reduction of the sixty per cent. tariff on pottery exported to the United States. While speculation is rife, pottery interests are of the opinion that, although a Democratic government has just obtained power, the reduction will not be as large as anticipated. Under any circumstances, however, English potters should benefit, and the potting industry will receive an impetus which will gladden the hearts of many."

The United States was an extremely good customer of Great Britain during the month of November, 1912, her purchases of china and earthenware ranking second to those of Canada, who headed the list with imports to the value of £49,738 as against £41,790 worth to the United States. This country was a quality rather than a quantity buyer, ranking fifth to Canada, Brazil, Argentine Republic, and the British East Indies with 25,216 cwts. Canada led the lists in this particular also.

The Canadian Trade Commissioner at St. John's, Newfoundland, has reported to his Government that imports into Newfoundland of domestic glassware, etc., is now practically controlled by manufacturers in the United States.

Since 1863 the chief centre of the glass Christmas tree ornament industry has been located in the consular district of Coburg, Germany; Lauscha and Sonneberg being the principal market centers. In view of the vast field covered it is interesting to know the conditions under which this branch of the glass industry thrives.

All through the Thuringian part of this consular district the so-called house workers, who make these ornaments, live and work, and carry to Lauscha and

Sonneberg every Saturday in the year the products of their week's labors, where they are sold to firms direct or to agents representing firms of exporters. These house workers are really independent manufacturers, who buy their own glass tubing, paint, tools, etc., and who own or rent their small factories or workshops, generally the latter, in which they manufacture their products. Nearly all of them have employees, who, however, rarely exceed 10 or 12 in number. These house workers do not pay a special tax as manufacturers, but should such a tax be put in force they would be subject to it. At present their profits are taxed by the Government under the income-tax law.

These small manufacturers sell in an open market to all purchasers, regardless of nationality, at the same price as if purchased in the usual wholesale quantities. About 75 per cent. of these manufacturers are members of a syndicate which was formed to prevent competition among themselves and to establish standard prices for selling their manufactures. The syndicate agrees on one price for each style of ornament, which its members must strictly adhere to in all sales, be they for German use or for export to America or other foreign lands. The same prices, generally speaking, also prevail outside the syndicate, the only exceptions, where they are somewhat lower, being among a few of the smaller house workers who are not and who have not been members of the syndicate.

Glassware was one of the principal articles in the commerce of Belgium during 1911, the imports amounting to \$67,048 and the exports, \$3,640,374. Of this amount the United States took \$6,193 worth invoiced through the Brussels consulate and \$166,882 worth through the Liege Agency. The declared exports through the latter agency showed a decrease from 1910, glassware being one of the few articles that showed an increase, \$132,476 worth having been exported to the United States during 1910. Lamp ware to the value of \$1,026, as against \$3,516 during 1910, was also exported to this country.

W A N T E D

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

YOUNG German factory assistant for China Works, commercially and technically educated, thoroughly acquainted with the production of White Masses and Glazing, as well as Dull, Running and Art Glazing, also with the Burning Process, Estimating, Wages, etc., and with all work connected with the China Trade, introduction of Etched Edged China and many other novelties, has knowledge of English language and is at present in a large factory in Germany producing fine Service and Luxury Articles, wants situation this spring in an American China Factory. Address "Proficient," care of Pottery and Glass.

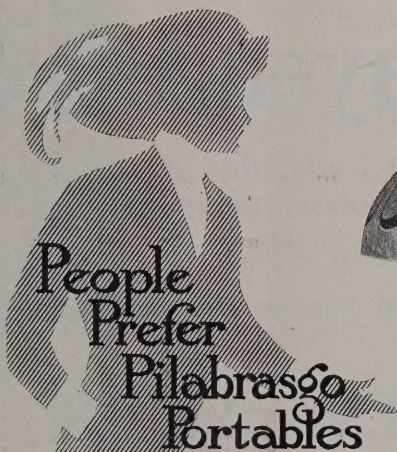
CERAMIC expert wishes connection with manufacturer (preferable fine terra cotta) with the purpose to produce and sell a highly profitable specialty for architects and builders. Advertiser is in the prime of life, has thorough knowledge of making majolica and adopting glazes to the clay at hand. Address: "Expert," care of Pottery and Glass.



Manufacturer of Potters' Dressing Irons, also Sagger Clay Cutters Sagger Dressers, Sagger Punches, Sagger Mauls and Packers Paddles.

I. R. HARVEY, Beaver Falls, Pa.

The Only Exclusive Manufacturer of Potters' Tools.



The exquisite art of Pilabraggo Portables gives them the preference.

All parts are the product of our own factories. That means harmony of design, factory responsibility and better prices.

They'll stimulate your sales. Write our nearest branch for photos.

The Pittsburgh Lamp, Brass and Glass Co.

General Offices, PITTSBURGH, PA.

BRANCHES:

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Philadelphia, 731 Arch St.
Boston, 127 Federal St.
Buffalo, 611 Main St.
Detroit, 68 Griswold St.

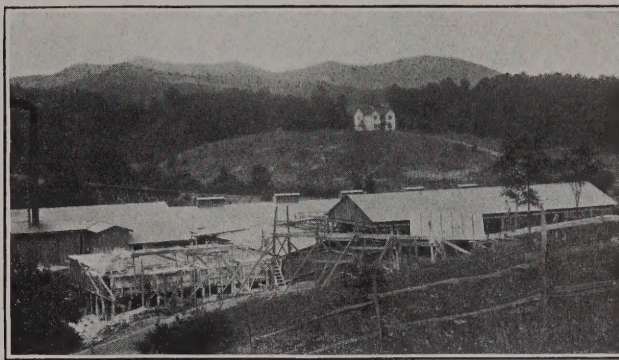


St. Louis, 701 Locust St.
Baltimore, 122 West Baltimore St.
Cleveland, 203 Caxton Bldg.
Chicago, 110 South Wabash Ave.
San Francisco, 718 Mission St.

Pittsburgh Lamp, Brass & Glass Co. of Canada, Ltd., 113 Wortley Road, London, Ontario. R. E. Davis, Representative

Please Mention POTTERY AND GLASS When Writing Advertisers

Porcelain Clay Washing Plant—North Carolina



Pottery Plant Locations

Offering Rare Inducements

Every raw material used in the manufacture of pottery products is obtainable in the Southeastern States.

The close proximity of these materials to one another and nearness to abundant cheap coal deposits and low priced power, combined with ample labor supply and progressive home markets make this a section offering rare inducements to pottery manufacturers.

Limitless Raw Materials

In the states of Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Tennessee and Kentucky there are extensive beds of pottery and porcelain clays and kaolins. In each of these states, the majority, if not all the materials—ball, stoneware, slip and sagger clays, kaolin, feldspar and silica—are found in abundant quantity and are of superior quality.

Fuel, Power and Labor Supply

Five Southeastern States as estimated by the U. S. Geological Survey in 1910 contained over 221 billion tons of coal. The average price per ton at the mine in these states being \$1.14 with a minimum of less than one dollar in several sections. Natural gas in Alabama offers another source of cheap fuel.

About 700,000 horse power has already been developed from Southern streams and it is estimated by the U. S. Hydrographic Survey there is yet undeveloped about 3,000,000 horse-power.

Adequate labor is obtainable in all sections of the South at a mutually favorable wage scale

Markets and Transportation

The Southeastern States, containing one-fifth the total population of the country, at present produce but 1 1/2% of the \$33,784,678 worth of pottery manufactured annually in America.

The home markets alone would consume the output of a great many local plants. The fine transportation facilities to large consuming centers, combined with the low production costs of the South make this section a most advantageous pottery plant location.

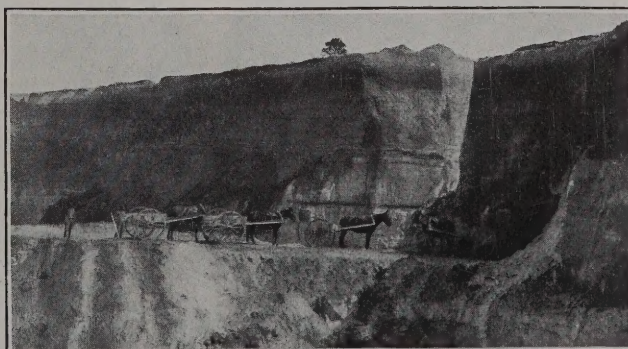
Send for the Clay Booklet

Everybody interested in this industry should send immediately for a free copy of our booklet on "Clays and Clay Products of the Southeast."

M. V. RICHARDS, Land and Industrial Agent
Southern Railway

Room 368

Washington, D. C.



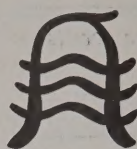
Twenty Foot Bed of Kaolin—South Carolina



Grand Prix, Paris, 1889

Highest Awards

Chicago . . . 1893
San Francisco . . 1894
Atlanta . . . 1895
St. Louis . . . 1904
Copenhagen
Paris



TRADE MARK

Two Grand Prix, Paris, 1900

Two Gold Medals,

Paris . . . 1900

Grand Prix, Brussels 1910

Highest Award

Dresden . . . 1897 & 1901

London
Amsterdam



Royal Copenhagen Porcelain Works

Bids You Welcome

An array of new samples has been added to our already large line in

Royal Copenhagen Porcelain Copenhagen Art Fayence

Vases, Figures, Plaques, Tableware, etc., show an unusually beautiful combination of colors, shapes and decorations never shown before in this country.

EMIL C. BRONNUM, General Representative for United States and Canada
NEW YORK OFFICE

16 WEST 33rd STREET, NEW YORK



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NEW IMPORT SAMPLES



IN THE

Celebrated Ahrenfeldt China

MANUFACTURED AT LIMOGES, FRANCE

AND IN

THE ART CHINA PRODUCED BY THE

V. Schierholz'sche Porzellan-manufactur
PLAUE, Thuringia

ARE NOW READY FOR YOUR INSPECTION

ORIGINALITY IN SHAPES AND DECORATIONS, APPEALING TO
GOOD TASTE, PREVAIL THROUGHOUT BOTH LINES

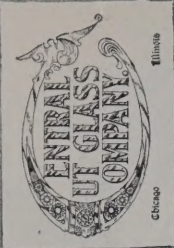
Moderate Prices and Prompt Deliveries

HERMAN C. KUPPER

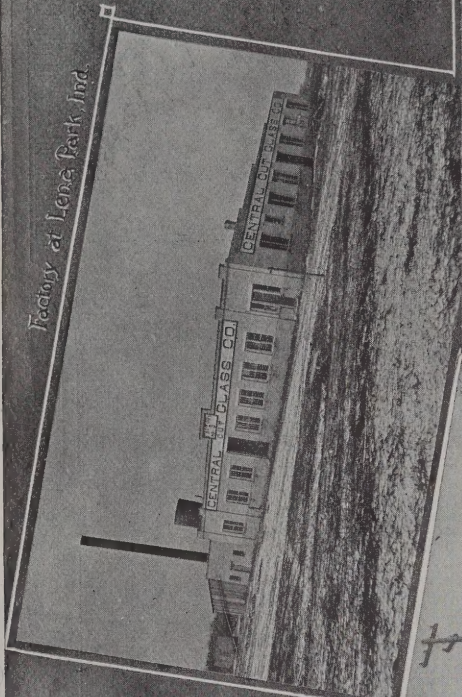
Importer

50, 52 and 54 MURRAY ST., NEW YORK

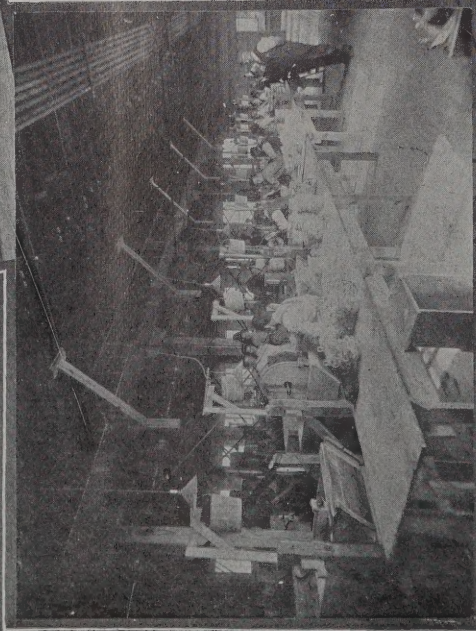
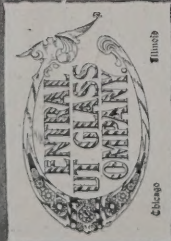
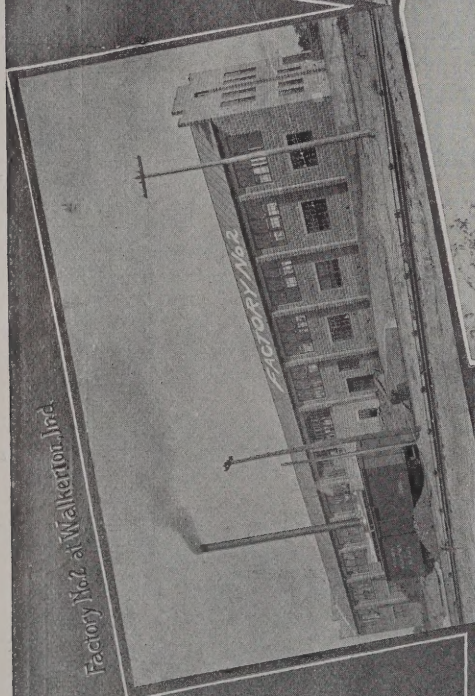




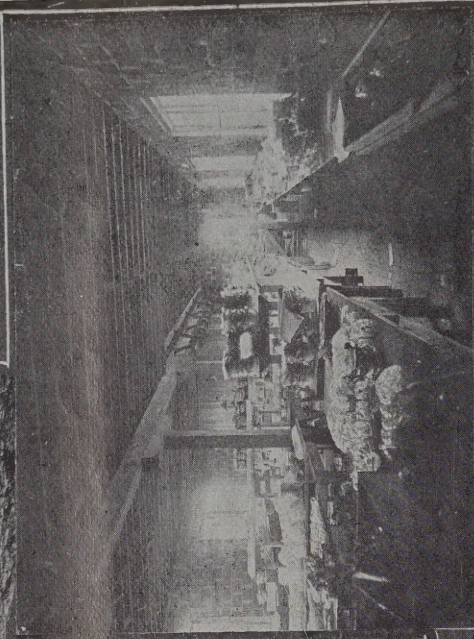
Factory at Long Park, Ind.



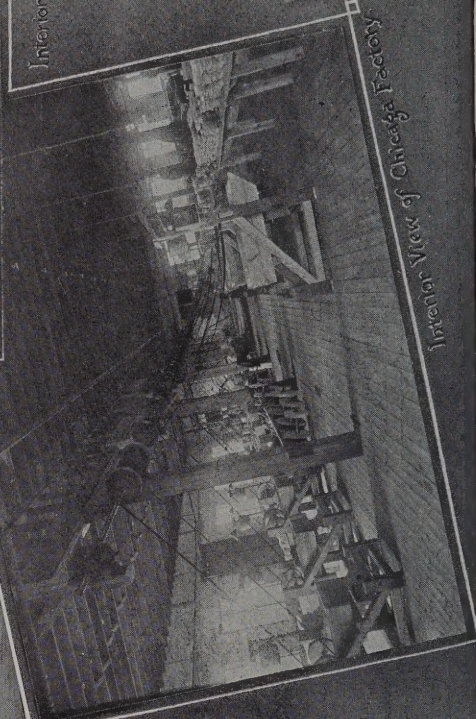
Factory No. 2 at Walkerton, Ind.



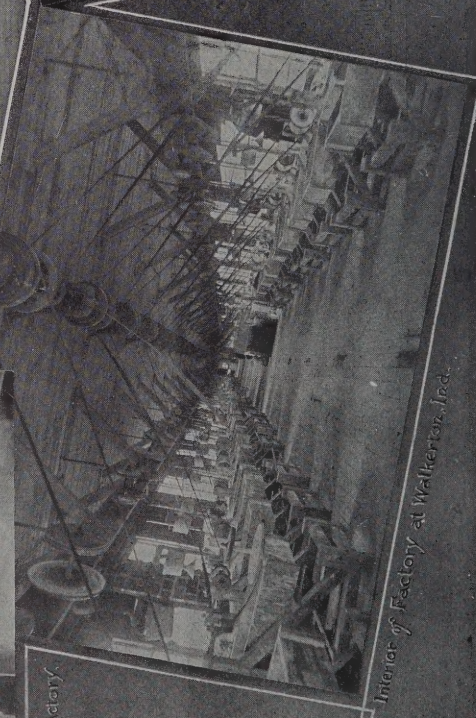
Interior View of Chicago Factory.



Interior View of Long Park Ind. Factory



Interior View of Chicago Factory



Interior of Factory at Walkerton, Ind.

NEW SAMPLES

200 new designs will be on
display on parlor floor of the

NEW GRAND HOTEL

31st Street and Broadway,
New York

by O. W. Eckland, of the
Central Cut Glass Company

from

February 3rd to the 20th

Do not fail to see them

RIDGWAY'S OLD ENGLAND WARE

A new line of specialty ware illustrating English landscapes in the soft colorings that are so essentially a part of English rural scenery.

Can be had in assortments of great variety which contain steins, plates, vases, plaques, teapots, sugars and creams, etc.

Meakin and Ridgway

43 to 51 WEST 4th STREET,

NEW YORK

MINTON'S CHINA

THOS. WEBB & CORBETT, Ltd
ROCK CRYSTAL

OPEN STOCK PATTERNS FRENCH DINNERWARE

NEW IMPORT SAMPLES NOW READY

Try our open stock patterns and reduce your investment, increase your profits, save time and money.

Trade Mark



on Decorated China.

A very extensive line of open stock dinnerware patterns in a large variety of decorations at popular prices. Also a large assortment of import samples for tableware and fancy lines.

Illustrations for Open Stock Dinnerware on application.

We have the largest and most complete line of French White China for Decoration. Also carried in stock.

Write for Catalogue.

Trade Mark



on White China

VOGT & DOSE

43 Barclay Street

NEW YORK

Oriental Glass

A VERY COMPREHENSIVE
LINE OF FINE DECORATED
GLASSWARE IN RUBY,
RUBY AND GOLD, IVORY
AND OPAL, ALSO A COLLEC-
TION OF SOUVENIRS THAT
MERIT YOUR ATTENTION.

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SOUTH EIGHTH AND SARAH STREETS

NEW YORK

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PAUL JOSEPH W. E. CUMMINGS CO.

64 Park Place

30 E. Randolph St.

THE ORIENTAL GLASS CO.

Pittsburg, Pa.

TAKE CARSON STREET CAR TO EIGHTH STREET

Martin China

Limoges, France

Gustafsberg China

Sweden

Reijmyre Glassware

Sweden

Kosta Crystal

Sweden

The attention of the trade is called to
the new line of Combination Cuttings
and Rock Crystal, made by the Kosta
Factory, on such articles as Bowls, Sugars
and Creams, Comports, Vases, etc.

A decidedly new departure in the
glass line.

J. H. VENON, *SOLE AGENT*

43 to 51 W. Fourth Street

Cor. Washington
Square

New York

Royal Worcester Porcelain

TRADE MARK

The Aristocrat of English China

ANNOUNCING THE 1913 SPRING IMPORT AND
STOCK EXPOSITION

TO WHICH AN EARLY INSPECTION IS INVITED

EMBRACING LINES OF USEFUL ARTICLES EMINENTLY SUITABLE FOR

OPERATORS IN FINE CHINA

NOVEL AND EXCLUSIVE PATTERNS AND MODELS DESIGNED TO MEET THE TREND OF THE TIMES.
REPRODUCTIONS OF OLD WORCESTER AND PERIOD DESIGNS A SPECIAL FEATURE

OPEN STOCKS CARRIED IN NEW YORK

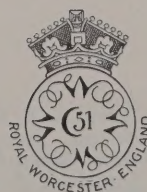
MADDOCK & MILLER

SOLE AGENTS IN THE UNITED STATES FOR

Royal Worcester Productions

No. 53 BARCLAY STREET NEW YORK

THE ROYAL PORCELAIN BOOK, HANDSOMELY ILLUSTRATED, SENT ON REQUEST



Rosenthal
FINE CHINA

Theresienthal
FINE GLASSWARE

Leerdam-Bayel
HOTEL GLASSWARE

SOLE AGENTS

GRAHAM & ZENGER

104 FIFTH AVENUE

CALENDAR PLATES

FOR

1913, showing 1914 dates

NOW

READY



The best line we ever offered. Get your equipment early and beat the other Calendars, all of which are sold early.

Samples, photos and circulars can be secured at once.

D. E. McNicol Pottery Company
EAST LIVERPOOL, OHIO

IT'S THE QUALITY THAT MAKES THE DIFFERENCE CENTRAL GLASS WORKS WHEELING, W. VA.

Manufacturers of LEAD BLOWN, PRESSED AND DRAWN STEMWARE, BLOWN AND PRESSED TUMBLERS, DECANTERS, CARAFES, JUGS, OILS, BLOWN TABLEWARE, ETC.

HOTEL, CLUB AND CAFE GLASSWARE.



67-6 IN BLOWN COMFORT, OPTIC, ETC.

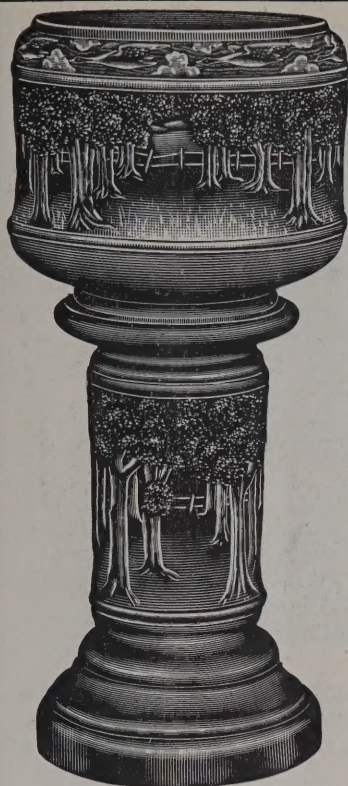
Our Specialty: DEEP PLATE ETCHED MONOGRAM AND CREST WORK. IF YOU WANT REAL QUALITY GLASSWARE AT RIGHT PRICES AND PROMPT DELIVERIES, TRY US AND BE CONVINCED YOURSELVES.

New York, A. P. DOCTOR, 66 West Broadway.
Philadelphia, THOS. DOWNS, JR., 610 Denckla Building.
Baltimore, GREEN & THOMAS, 33 South Charles St.
San Francisco, HIMMELSTERN BROS., 718 Mission St.

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Offices

Denver, BERSBACK, MALONEY & Co., 1517 Lawrence St.
Cincinnati, THOS. M. LEWIS, 437 Main St.
St. Paul, S. R. McMASTERS, 632 Endicott Building.
Buffalo, E. S. PEASE Co., 611 Main St.
Salt Lake City, MAUS-STEWART Co., 146 Southwest Temple

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DECORATED IVORY "Woodland"

Altogether different but just as popular as our Green Woodland. That's saying a good deal, but it has been proven. There are no stickers in our

"LINES THAT SELL"

Get our Car Load Proposition on

JARDINIERES
PEDESTALS
CUSPIDORS
PITCHERS
COMBINETS
TOILET WARE
STONE WARE
FLOWER POTS

No. 2150. Woodland Jardiniere and Pedestal. *We can save you money.*

The Brush-McCoy Pottery Co.

MAIN OFFICE: ZANESVILLE, OHIO

Complete Lines Shown in New York by
Cox & Lafferty, 25 Park Place

Quality Cut Glass

The unsatisfied, progressive dealers want everything new and up-to-date. If you are classed with the above, our

MADELINE

design merits your
A T T E N T I O N .

EMPIRE CUT GLASS CO.

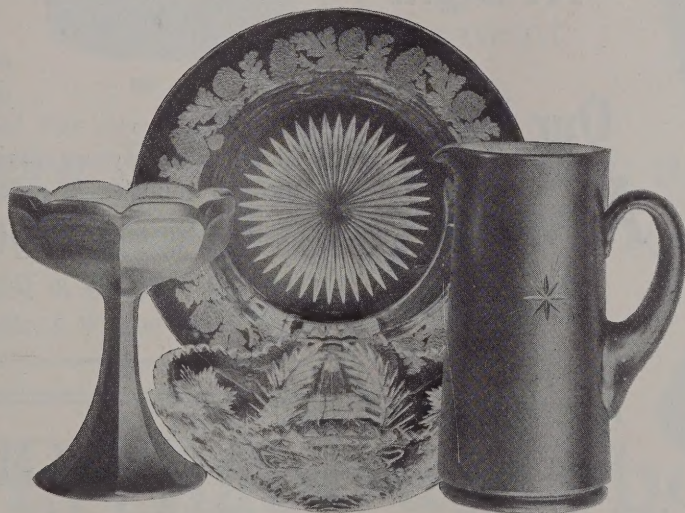
FLEMINGTON, N. J.

FIELDING-BEHREND CO., Selling Agents
524-528 BROADWAY, NEW YORK CITY

FINE TABLE GLASSWARE

No illustration
can do justice
to this line.
It must be seen.

A complete
assortment of
new goods.



Is always on
view at our
various
salesrooms.
It is there
for your
convenience.
Call and see
it.

THE DUNCAN & MILLER GLASS CO.

MANUFACTURERS OF FINE TABLE GLASSWARE

Washington, Pa.

SALESROOMS:

PAUL JOSEPH, 64 Park Place, New York
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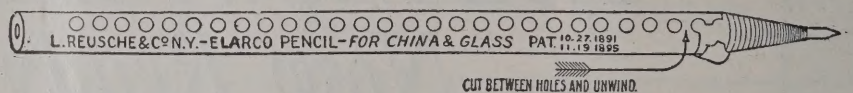
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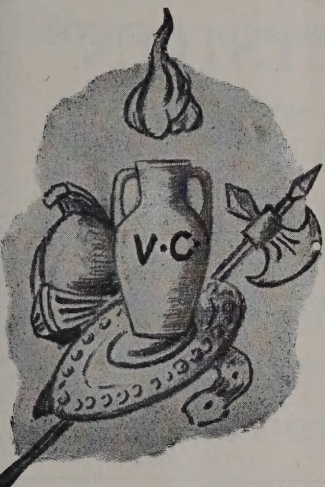
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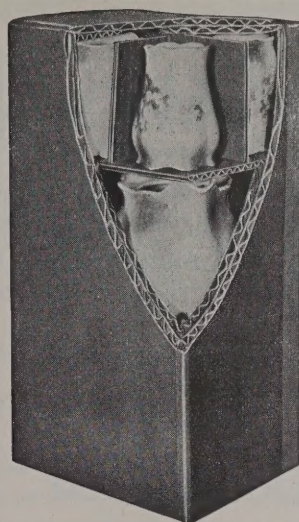
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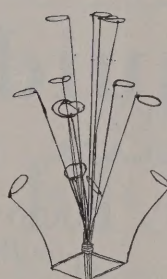
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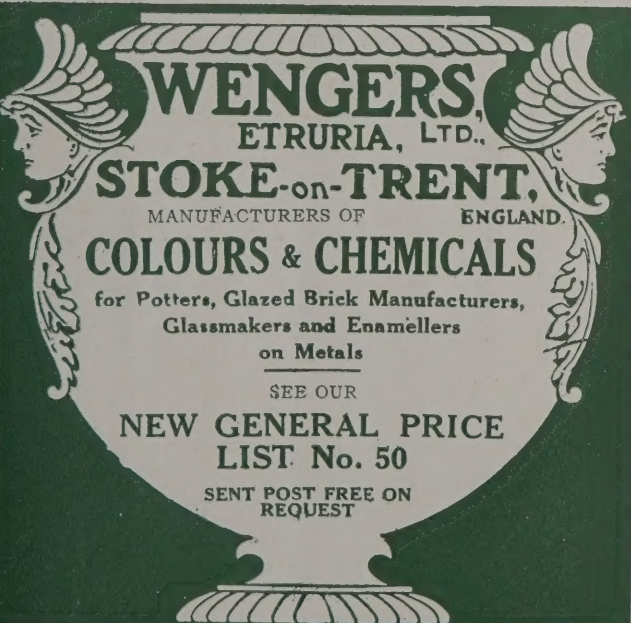
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